

**Golf Commission Meeting
July 25, 2011
Minutes**

Members Present: Ron Dray, Chairman; Owen Evans, Vice-Chairman; Teri Deal; George Furkiotis; Dave Galla; Tony Guzzi; Tony Johnson; Jonathan Turk

Members Absent: Jim Steidlmayer

Ron Dray, Chairman, called the meeting to order at 7:30 PM.

Review and Approval of Prior Minutes:

Review and approval of the Minutes of June 27, 2011 . . . A Motion was made by Mr. Turk, seconded by Mr. Galla to approve the minutes as is. Motion carried unanimously.

Audience Participation:

- Mrs. Julie Jenkins, coach of the Trumbull High School Girls Golf Team, requested that the Commission approve a date in 2012 for the FCIAC girls' golf team tournament.

A motion was made by Mr. Johnson; seconded by Mr. Galla; to approve the request from the Trumbull High School Girls Golf team to hold the FCIAC Girls' Golf Tournament at Tashua Knolls Golf Course on Thursday, May 31, 2012 with seven tee times beginning at 9:00 AM. Motion carried unanimously.

- Mr. Matt D'Amico, Trumbull resident and member of the Senior Men's Club, told the Commission he appreciated the action taken at the last meeting to re-install four of the 150' markers previously removed. He also asked that the Commission review the polling data taken from the Senior Men after the last meeting.
- Mr. Matt D'Amico thanked Mr. Brown, Mr. Janik, and Mr. Nagashima for their help at their recent Senior Men's Club Junior tournament which attracted more than 50 Trumbull junior golfers. He also thanked his generous sponsors, ATK Golf Services, Colony Diner, Salt Water Grill, and Trumbull Rotary.

Director of Golf Course Properties Report (Hidalgo Nagashima):

Labor:

- Director of Golf Course Properties (Nagashima)
- Mechanic (Plaveck)
- Full-time Greensmen (Cook, Cook, Gallant, Romano)
- Eight part-time groundskeepers (DeFrancisco, Goodwin, Markaj, Oleyar, Hoepfner, Messina, Balkun, Valluzzo)

- Seven seasonal groundskeepers (Bowden, Bird, Kish, Tyborowski, Edvardson, Bronsky, Matera)

Maintenance Department Overview:

- The course is in excellent shape. Mr. Nagashima is starting to see the limits of our irrigation coverage.
- The greens were aerated on July 6 and 7. This “venting” process is helping our greens survive the heat.
- The bad spots on the 5th green were “plugged out.”
- Mr. Nagashima met with the Green Committee to plan the summer/winter projects.

Follow-Up:

- The work recommended to be completed by OSHA is progressing. A meeting at Town Hall is scheduled for this week.
- The new maintenance department labor work scheduled is proving to be a success during the long hot days.
- The new Toro Groundsmaster has been received and is being put to good use already.
- Three sides of the rain shelter have been enclosed. The shelter still must be primed and painted and grounded for electrical storms.
- Mr. Nagashima followed up on the cost to allow internet access at the maintenance barn to allow him to remotely control the irrigation system. The cost of the line and access is approximately \$80 per month. Mr. Nagashima estimates that we use between 400,000 and 500,000 gallons of water a night when we irrigate. He estimates we will realize a significant savings if he can turn the water off at night when it rains.

A motion was made by Mr. Galla; seconded by Mr. Evans to install a new phone line and internet access at the maintenance barn at a cost of approximately \$80 per month to allow remote access of the irrigation system. Motion carried unanimously.

Green Committee (Owen Evans):

- Mr. Evans handed out an updated projects tracking report and stated that the most important projects were: 1) new irrigation and drain on #2, 2) weed whacking the wet spot on the right of #8, and 3) irrigation on the left of #15. Mr. Turk asked if there was any cost involved in the projects and Mr. Evans replied that it would be minimal.
- Mr. Guzzi thanked Mr. Nagashima for his help in maintaining the course to aid pace-of-play.
- Mr. Dray took the opportunity to commend the Green Committee including Mr. Evans, Mr. Steidlmayer, and Mr. Guzzi, for their continuing work and dedication in maintaining the grounds at the golf course.

Head Professional Report (Jon Janik):

Tournaments:

- July Tournaments: Trumbull Republican Town Committee (88 players); CSGA Father/Son (90 players); NEPL (140 players)

Pro Shop:

- Summer closeout specials have begun. There is new pricing on select Nike, PING, and Taylor Made products.
- New PING G20 equipment will arrive on August 11.

Instructional Programs:

- Adult programs:
 - o Couples Golf School – 2 participants
 - o Ladies Golf School – 3 participants
 - o Short Game School – 5 participants
- Junior programs:
 - o Four Junior Golf Club events in July
 - o Summer Golf Camp began with the first four sessions full
 - o Adult/Junior Tournament – 13 participants

General Manager Report (Bobby Brown given by Mr. Janik):

Golf Operations:

- June rounds 2011 - 6192 Knolls vs. 2010 – 6356; 2923 Glen vs. 2010 - 2927
- July to date 2011 - 5521 Knolls vs. 2010 – 5414; 2858 Glen vs. 2010 - 2371
- The rounds for June and July are close to last year's levels. The weather, quality of course conditions, programs and service are key factors to steady activity during the down golf economy.
- We are receiving many positive course comments from members of Race Brook and other surrounding private country clubs. Players at some of our recent tournaments have expressed the same positive opinions.
- Several area courses are starting to report rounds. For example Smith Richardson reports revenue down 9.4%

House Committee (Tony Johnson):

- An email was received after the last Commission meeting concerning possible safety issues surrounding the clubhouse doors. The Town Fire Marshal inspected all the doors and reported no issues. Mr. Johnson will follow-up regarding written documentation of the findings.
- Two contractors were contacted to provide quotes for installing an awing over the starter area. An issue regarding the height from the ground was discussed. Once the issue is resolved, the work on the awning will proceed as it was previously approved by the Commission.
- Mr. Faustini, Concessionaire, has reported issues regarding both the hot water and air conditioner in the restaurant. It was found that both water heaters are working correctly and it is felt the problem must lie with the water booster in the kitchen, which is the responsibility of Mr. Faustini. The problem with the air conditioner will be investigated further.

Finance (Dave Galla):

Revenue

The golf course is slated to make a small profit pending the receipt of expenditures from the end of the fiscal year 2011 not yet processed by the Town. Assuming all deposits and expenditures are credited for the 2010-2011 fiscal year, the course should break even or make a small profit.

Monthly revenue - June Munis

<u>2010</u>	<u>2011</u>	<u>Change</u>
\$366,530	\$339,389	-7.4%

2011 Annual Revenue YOY

Total Income

<u>2010</u>	<u>2011</u>	<u>Change</u>
\$2,051,707	\$1,950,699*	-3.6%

Knolls**

<u>2010</u>	<u>2011</u>	<u>Change</u>
\$1,524,775	\$1,449,730	-4.92%

Glen**

<u>2010</u>	<u>2011</u>	<u>Change</u>
\$373,986	\$362,773	-3.01%

2011 Annual Rounds Analysis

Knolls

<u>2010</u>	<u>2011</u>	<u>Change</u>
42,148	40,526	-3.85%

Glen

<u>2010</u>	<u>2011</u>	<u>Change</u>
18,464	17,906	-3.02%

Golf Cart Sales – 2010/2011

- 40,117 cart rounds
 - Increase from 38,574 the previous year (4%)

Expenses

Items of Note:

- Expenses were kept in check throughout the fiscal year. However, as previously noted, outstanding items, yet to be paid against 2010-2011 budget may force an adjustment in the overall expenditures.
- Largest outlier for fiscal year was water expense. \$70,531 vs. budget of \$35,000. Discrepancy due to long periods of dry weather.

Budget

- No items to report

Sales Tracker

	2006/2007	2007/2008	2008/2009	2009/2010	2010/2011	YOY Change
July	298,759	338,129	349,235	349,368	308,880	-11.6%
August	296,946	296,366	313,028	307,515	347,428	13.0%
September	236,314	255,737	272,890	300,783	285,885	-5.0%
October	154,412	156,507	155,835	153,187	158,778	3.7%
November	89,415	60,925	54,929	86,395	82,555	-4.4%
December	47,154	8,817	15,733	13,830	14,916	7.8%
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January	2,768	3,463	73	140	-718	612.9%
February	1,700	2,990	339	2,780	4,676	68.2%
March	12,916	26,048	50,591	30,382	12,592	-58.6%
April	115,777	179,889	188,703	197,860	144,913	-26.8%
May	296,403	258,558	277,921	242,939	278,406	14.6%
June	303,218	319,167	292,608	366,530	339,389	-7.4%
Total	1,855,783	1,906,597	1,971,886	2,051,707	1,977,699	-3.6%
Less Sales/Use Tax	24,171	24,465	25,262	21,087	26,754	
Net	1,831,612	1,882,132	1,946,624	2,030,620	1,950,945	
Increase (Decrease)		2.76%	3.43%	4.31%	-3.92%	

*Final number to be determined by Munis report upon settlement of June 2011 numbers unavailable for July 25 meeting.

**As reported by C. Plumeau and the Tashua Knolls Point of Sale System

- Mr. Turk commended various members of the Commission and golf course staff for the diligent efforts in keeping expenses down which has resulted in the small profit anticipated this fiscal year.
- Mr. Dray reported that the spending freeze put in place earlier in the year has not been lifted. He also asked for help in coding invoices with specific projects so that it will be easier to track how funds are spent in the supply and maintenance areas.

Correspondence:

- None

Old Business:

- Mr. Guzzi began a discussion of the 150' markers. He pointed to a recent survey of 75 members of the Senior Men's Club. He reported that in total 88% disagreed with the removal of all of the markers. Mr. Johnson reported that he conducted an informal poll at the recent NEPL and reported that most members said they had no negative opinion of

the appearance of the previous black and white poles and most used them as an aiming point. Mr. Galla reported that he recently played with members of outside courses who stated that it seemed inconsistent to have some poles on some greens but not at others. Mr. Turk stated that he recently played at Timberland and they utilize similar poles.

A motion was made by Mr. Guzzi; seconded by Mr. Johnson; to reinstall the 150' poles on all holes. Motion carried; Abstain – Dray, Deal, Evans

New Business:

- Mr. Dave Galla reported for Mr. Steidlmayer that he had received several complaints regarding the lack of paper towels in the clubhouse men's room. Several in attendance agreed that it is preferable in these hot summer months to have paper towels and that the blow dryer proves inconvenient especially when a lot of men use the room. As the area is under the maintenance of Mr. Faustini, Mrs. Deal will discuss the issue directly with him.

Adjournment:

A motion was made by Mrs. Deal at 8:20 PM; seconded by Mr. Furkiotis; to adjourn the meeting. Motion carried unanimously.

Respectfully submitted,

Christine A. Plumeau
Golf Course Commission Clerk